

Message Text

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PAGE 01 STATE 175705
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INFO OCT-01 NEA-10 ISO-00 EB-08 USIA-15 /034 R

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STATE/NEA/INS/JGRAHAME/(IN DRAFT)

STATE/USIA/INA/GMORLEY/ (IN DRAFT)

NEA/RA/DMORRISON (INFO)

-----107499 280907Z /21

R 271714Z JUL 77

FM SECSTATE WASHDC

TO AMEMBASSY NEW DELHI

INFO AMCONSUL BOMBAY

AMCONSUL CALCUTTA

AMCONSUL MADRAS

UNCLAS STATE 175705

E.O. 11652: N/A

TAGS: BEXP: IN

SUBJECT: CCP'77--WCAG THIRD QUARTER REPORT

REF: NEW DELHI 9970

1. SUMMARY: THE EMBASSY/CONSULATES, WITH NEGLIGIBLE EXCEPTIONS HAVE CONSISTENTLY ACHIEVED CAMPAIGN OBJECTIVES AND FULFILLED REPORTING REQUIREMENTS. OUTSTANDING RESULTS REALIZED FROM CATALOG SHOWS HELD DURING SECOND AND THIRD
UNCLASSIFIED

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PAGE 02 STATE 175705

QUARTERS EXCEEDED USDOC EXPECTATIONS AND REFLECT THE HIGH DEGREE OF INITIATIVE, INGENUITY AND COOPERATION BY ALL ELEMENTS OF THE EMBASSY/CONSULATES INVOLVED IN TRADE PROMOTION ACTIVITIES.

2. CAMPAIGN: NO. 1--MINING MACHINERY AND EQUIPMENT: WCAG WOULD APPRECIATE A STATUS REPORT ON CURRENT EQUIPMENT

REQUIREMENTS AND PROCUREMENT SCHEDULE FOR THE KUDREMU KH PROJECT.

NO. 2--PUMPS, VALVES, COMPRESSORS: THE EXCELLENT RESULTS ACHIEVED FROM CATALOG SHOWS HELD DURING MARCH AND APRIL, AND FOLLOW-UP REPORTING, WERE NOTED.

NO. 3--ELECTRONICS AND COMMUNICATIONS: THE FINAL REPORT FOR THE EIPT EQUIPMENT AND ELECTRONIC COMPONENTS CATALOG SHOW INDICATES OUTSTANDING RESULTS WERE ACHIEVED. WCAG NOTED THE INITIATIVE DISPLAYED BY CONGENS IN CONDUCTING THREE NON-SCHEDULED EXHIBITIONS AND THE REALISTIC RECOMMENDATIONS TO IMPROVE PROCEDURES AND EFFECTIVENESS FOR FUTURE SHOWS.

NO. 4--PROCESS CONTROL INSTRUMENTS: ON SCHEDULE.

NO. 5--SCIENTIFIC, INDUSTRIAL AND MEDICAL INSTRUMENTS: ON SCHEDULE.

NO. 6--CHEMICALS AND FERTILIZER PLANTS: ON SCHEDULE.

3. NON-CAMPAIGN ACTIVITIES: ON SCHEDULE. WCAG NOTED: (A) THE NON-SCHEDULED ACTIVITIES WHICH WERE INITIATED BY CONGEN/BOMBAY TO PROMOTE SALES OF MACHINE TOOLS AND AIR POLLUTION EQUIPMENT; (B) THE INITIATIVES AND CONTINUING UNCLASSIFIED

UNCLASSIFIED

PAGE 03 STATE 175705

COOPERATION BY USIS TO SUPPORT COMMERCIAL OBJECTIVES; (C) EMBASSY INITIATIVES AND EFFORTS TO SUPPORT U.S. COMMERCIAL INTERESTS REGARDING THE INTERNATIONAL COMPETITION FOR GAS TURBINE CONTRACTS AND (D) THE REPORT (NEW DELHI A-114) CONCERNING TECHNIQUES WHICH HAVE MADE CATALOG EXHIBITS AN UNUSUALLY EFFECTIVE PROMOTIONAL PROGRAM IN INDIA. VANCE

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